

Message Text

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INFO OCT-01 NEA-09 ISO-00 EB-07 (ISO) R

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APPROVED BY EB/OCA/REP:BEBYRON

COM/BIC/OED/OPS/J.T.HARDISTY

COM/BIC/OED/OPS/S.S.LEON

COM/BIC/OED/OBOD/R.E.COEN

COM/DIBA/CAGNE/M.SMITH

COM/BIC/OBOD/FISS/D.GORDON

STATE/NEA/IRN/B.MORTON

EB/OCA/BR:PTO'CONNOR

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P 202126Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN PRIORITY

UNCLAS STATE 038605

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: PRODUCT OPPORTUNITY: VISIT OF TRAILMOBILE TEAM

--- DURING PERIOD FEB. 21 - MARCH 2

REF: TEHRAN 1045

1. TRAILMOBILE DIV. OF PULLMAN, INC. HAS INFORMED DOC THAT A HIGH LEVEL TEAM OF COMPANY OFFICIALS IS SCHEDULED TO VISIT TEHRAN DURING PERIOD OF FEB. 21 THRU MARCH 2. TEAM IS HEADED BY MR. CHAMP W. MERRICK, JR., V.P., FINANCE AND ADMINISTRATION (2ND RANKING OFFICER OF TRAILMOBILE), TRAILMOBILE DIV. OTHER TEAM MEMBERS ARE H.C. DAYTON, A.G. STEFFENS, W.W. CYPRESS, R.J. DELLER. MR. J.K. DAVIS TO JOIN GROUP ON FEB. 22, REMAINING UNTIL APPROX. APRIL 30. MR. JEAN-MARIE TINE, PRESIDENT, TRAILOR, FRANCE (WHOLLY OWNED SUBSIDIARY OF PULLMAN) WILL JOIN THEM ON FEB. 27.

2. TRAILMOBILE PRESIDENT, MR. T.A. MICALI, HAS WRITTEN TO MR. MOUSSAVI-NASLE, MINISTRY OF ROADS REGARDING MEMBERS OF UNCLASSIFIED

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TRAILMOBILE GROUP AND PURPOSE OF VISIT. FOREMOST CONSIDERATIONS BY TRAILMOBILE BEING GIVEN TO POSSIBLE JOINT VENTURE TO PRODUCE LIMITED LINE OF TRAILERS IN IRAN AND TO POSSIBILITY OF IMMEDIATE SALES OF TRAILERS AND CONTAINERS. MR. MICALI'S LETTER IS BEING PERSONALLY DELIVERED BY MR. VICTOR JAMAL, SWINDELL-DRESSLER REP. IN IRAN, (S-D IS

DIV. OF PULLMAN) WITH REQUEST THAT MR. MOUSSAVI-NASLE MEET WITH TRAILMOBILE GROUP ON FEB. 23.

3. TRAILMOBILE TEAM HAS BEEN ADVISED OF IIGF REQUIREMENT AS ORIGINALLY OUTLINED IN REFTTEL. TRAILMOBILE HAS SUBSTANTIAL INVENTORY OF TRAILERS AND, BECAUSE OF SOFTENING OF DOMESTIC MARKET, IS IN EXCELLENT POSITION TO FILL SUBSTANTIAL REQUIREMENTS IMMEDIATELY FOR IIGF AND/OR MINISTRY OF ROADS.

4. PULLMAN, INC. HAS REQUESTED ASSISTANCE IN ANY WAY EMBASSY DEEMS APPROPRIATE. DELEGATION WILL BE STAYING AT THE PARK HOTEL IN TEHRAN AND CAN BE CONTACTED EITHER THERE OR THROUGH MR. VICTOR JAMAL (PHONE: 84-37-08) IN TEHRAN. TIME PERMITTING, REQUEST THAT DCM OR OTHER HIGH LEVEL EMBASSY OFFICER MEET WITH GROUP PRIOR TO MEETING WITH IRANIAN OFFICIALS. KISSINGER

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*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE038605
Document Source: CORE
Document Unique ID: 00
Drafter: OIC/OED/OPS/J.T.HARDISTY
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: D750061-0470
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750284/aaaagtqt.tel
Line Count: 89
Locator: TEXT ON MICROFILM, TEXT ON-LINE
Office: ORIGIN COM
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 TEHRAN 1045
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 12 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 MAY 2003 by SilvaL0>; APPROVED <16 JAN 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> srp 971014
Subject: PRODUCT OPPORTUNITY: VISIT OF TRAILMOBILE TEAM --- DURING PERIOD FEB. 21 - MARCH 2
TAGS: BEXP, IR
To: TEHRAN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006